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special light-truck issue

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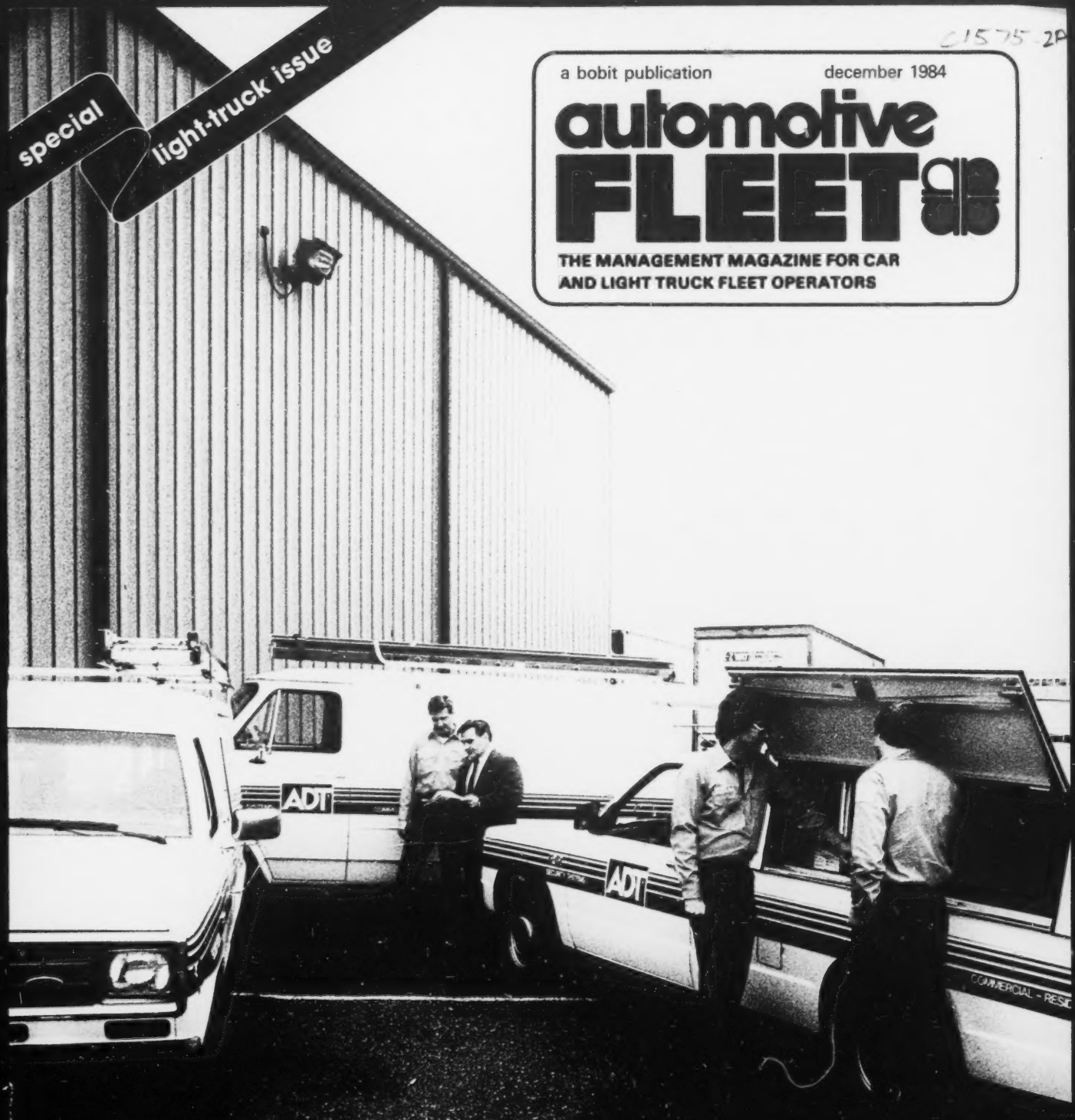
automotive FLEET

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS



cost saving ideas for light-truck fleets

'85 truck lineup: domestic and import

'85 truck specifications

shuttlebus showcase

DECEMBER 1984 VOL. 24, NO. 2

automotive FLEET®

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

Influencing over 3.6 million cars and 1.6 million light trucks and vans in leasing, rental, business, government, taxi, police, utility, and driving schools.

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On our cover: Mating minis with utility bodies has proved a winning combination for John Africano (center), fleet manager for American District Telegraph.

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Calendar

DECEMBER

9-10 —*Limousine and Chauffeur* Show and Conference, Caesars Hotel, Atlantic City, NJ.

JANUARY

25-29 —National Automobile Dealers Association Sixty-Eighth Annual Convention and Exposition, Moscone Center, San Francisco, CA.

FEBRUARY

12-13 —NAFA's Advanced Fleet Management Seminar, Norwalk, CA.

13-17 —Truck Renting and Leasing Association Convention, Registry Resort, Scottsdale, AZ.

26-28 —NAFA's Basic Principles of Fleet Management Seminar, College Park, GA.

27- March 2 —National Truck Equipment Association Convention, Monterey Conference Center, Monterery, CA.

MARCH

4-7 — NAFA's Automotive Systems and Maintenance Technologies Seminar, Houston, TX.

9-11 — American Automotive Leasing Association Convention, Americana Canyon Hotel, Palm Springs, CA.

20-24 — American Car Rental Association Convention, Williamsburg, VA.

Gas Prices

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Juneau, AK	154.4	145.9
Needles, CA	152.9	138.9
Denver, CO	144.5	115.9
New London, CT	144.6	119.7
Orlando, FL	139.9	113.9
Joliet, IL	148.9	118.9
Wichita, KS	138.9	111.6
Paducah, KY	118.4	113.9
Kalamazoo, MI	154.9	121.9
Joplin, MO	126.9	106.9
Rochester, NY	125.9	116.9
Yakima, WA	159.9	127.4
Philadelphia, PA	133.3	110.5
Charleston, SC	143.5	120.0
Bellaire, TX	142.9	106.9

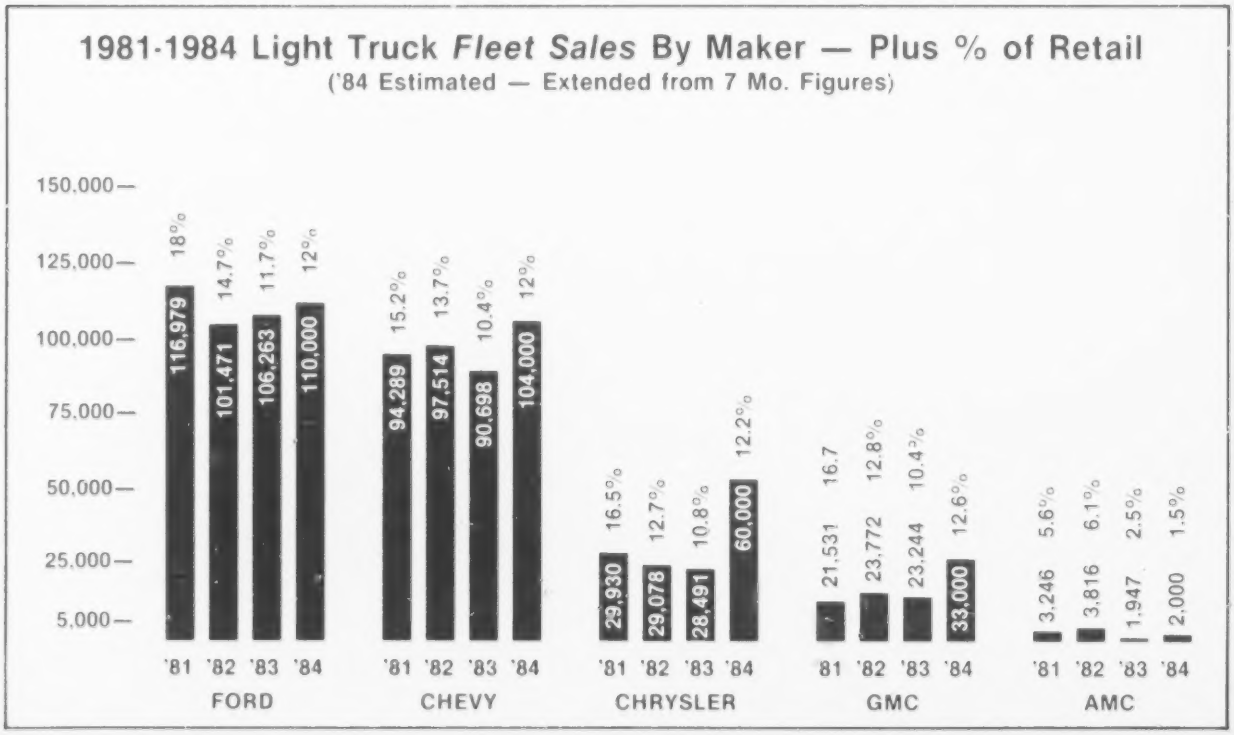
Survey conducted during the first five working days of November, 1984.
Supplied by Runzheimer and Company, Inc. Runzheimer Park, Rochester, WI.

U.S. Light Truck Statistics

New 1976 to 1984 Light Truck Registrations Reported
National and Fleet Totals — Class I & II

Source: Automotive Fleet Research Dept.

MAKE	1976	1977	1978	1979	1980	1981	1982	1983	1st 7 Mos. 1984
Total	2,693,646	3,069,482	3,518,374	4,065,190	2,749,051	1,926,887	2,237,843	2,339,897	2,151,595
Fleet	219,736	298,662	355,415	551,096	429,186	278,121	282,517	250,633	206,204
% Fleet	*8.2*	*9.7*	*10.1*	*13.6*	*15.6*	*14.4*	*12.6*	*10.7*	*9.6*
CHEVY	1,011,377	1,078,692	1,233,932	1,832,454	1,114,847	619,997	726,358	869,913	608,561
	78,625	103,727	123,369	156,170	117,983	94,289	97,514	90,688	73,353
	7.77	*9.62*	*9.99*	*8.52*	*10.58*	*15.2*	*13.4*	*10.4*	*12.1*
FORD	870,231	1,036,213	1,219,693	1,185,000	795,000	648,804	689,941	905,846	640,541
	77,661	105,721	124,823	284,000	206,700	116,979	101,471	106,263	77,037
	8.92	*10.20*	*10.23*	*24.00*	*26.00*	*18.00*	*14.7*	*11.7*	*12.0*
GMC	223,805	234,992	283,540	236,750	141,744	128,615	186,257	223,998	153,784
	15,251	21,618	27,552	30,591	23,498	21,531	23,772	23,244	19,453
	6.81	*9.20*	*9.72*	*12.92*	*16.57*	*16.7*	*12.8*	*10.4*	*12.6*
DODGE & PLYMOUTH	333,201	385,125	396,268	400,945	347,138	181,308	228,232	263,687	288,028
	31,694	40,823	41,603	48,794	52,731	29,930	29,078	28,491	35,231
	9.51	*10.60*	*10.50*	*12.16*	*15.90*	*16.50*	*12.7*	*10.8*	*12.2*
AMC/JEEP	95,506	115,079	161,912	140,431	77,852	58,257	62,097	76,453	80,421
	11,461	17,262	21,979	20,875	11,498	3,246	3,816	1,947	1,130
	12.00	*15.00*	*13.57*	*14.86*	*14.76*	*5.60*	*6.1*	*2.5*	*1.4*
OTHER Incl. VW, etc.	NA	NA	210,274	258,017	294,529	317,250	344,958	437,797	380,260

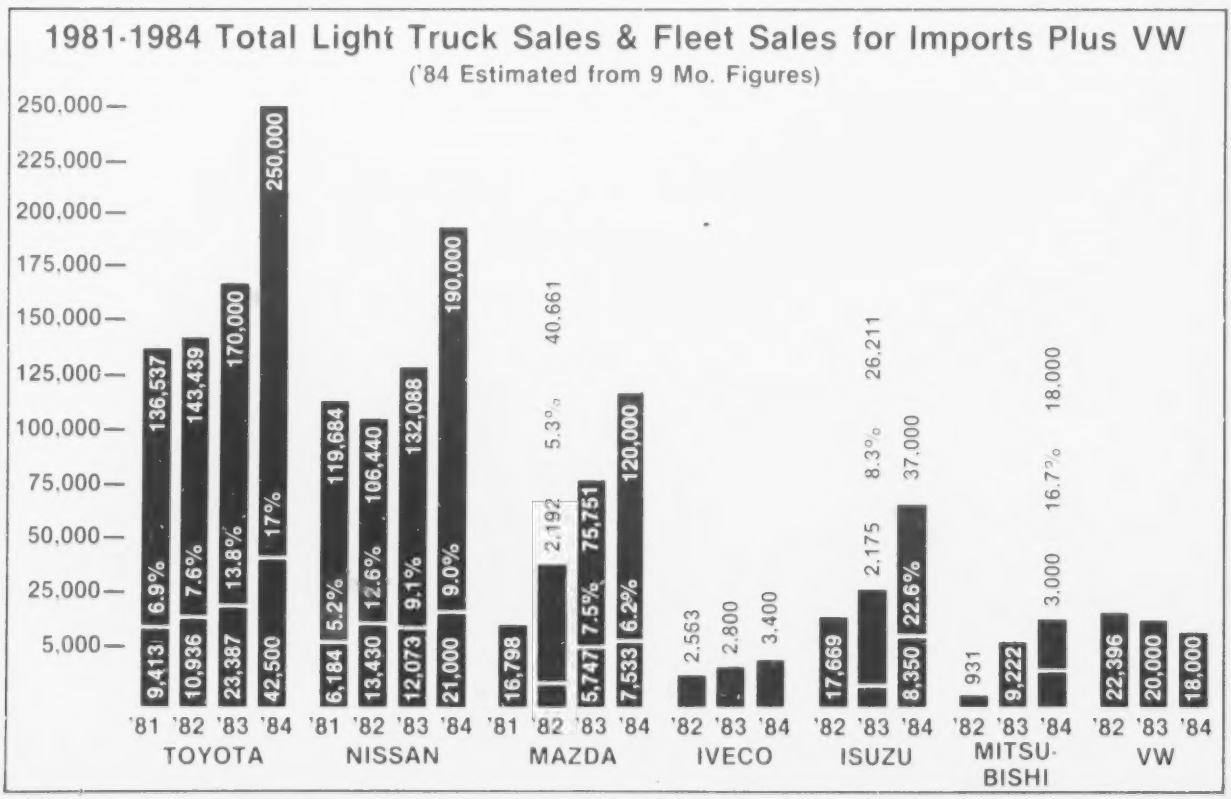


Import Light Truck Market Statistics

New 1976 to 1984 Light Truck Registrations Reported
Class I & II National and Fleet Totals

Source: Automotive Fleet Research Dept.

MAKE	1976	1977	1978	1979	1980	1981	1982	1983	1st 9 Mos. 1984
TOYOTA									
1. Total	49,823	83,600	94,882	130,648	131,648	130,379	143,439	170,000	194,641
2. Fleet	27	2,526	10,966	4,620	14,624	9,413	10,936	23,387	31,767
3. % Fleet	*.01*	*3.02*	*11.55*	*3.53*	*11.1%*	*7.2%*	*7.6*	*13.8*	*16.3*
NISSAN	71,902	102,071	87,645	104,866	113,242	119,684	106,440	132,088	147,753
	2,257	3,797	5,123	6,046	8,045	6,184	13,430	12,073	13,081
	3.13	*3.71*	*5.84*	*5.76*	*7.10*	*5.50*	*12.6*	*9.1*	*8.9*
MAZDA	3,032	1,318	4,708	8,302	8,775	16,798	40,661	75,751	90,585
							2,192	5,747	5,343
							5.3	*7.5*	*5.8*
ISUZU						9,959	17,669	26,211	27,528
								2,175	6,359
								8.3	*23.1*
MITSUBISHI							931	9,222	15,000
									2,400
									16.0
IVECO							2,563	2,800	2,550



Light Truck / Van Sales Statistics

Preliminary New Truck Retail Sales by G.V.W.

(Including Imports of U.S. Manufacturers)

	August 1984	August 1983	1984/1983 Percent Change	Year to Date 1984	Year to Date 1983	1984/1983 Percent Change
Class I	148,048	99,311	+ 49.1	1,373,672	838,878	+ 63.8
Class II	83,121	85,750	– 3.1	834,889	767,687	+ 8.8

RETAIL SALES OF NEW TRUCKS BY FRANCHISED DEALERS OF U.S. MANUFACTURERS

Gross Vehicle Weight	1978	1979	1980	1981	1982	1983
0-6,000 lbs.						
Utility	79,588	74,878	50,842	36,389	50,735	253,823
Car-Type Pickup	83,522	77,094	49,696	37,080	25,305	26,170
Compact Pickup						
Domestic	—	78	25,525	59,431	359,177	433,167
Import	140,736	225,410	228,878	159,551	95,277	55,143
Van	126,072	110,393	78,871	74,983	74,546	67,299
Mini Van	—	—	—	—	—	18
Conventional Pickup (Incl. extended & crew cabs)	904,002	783,035	544,959	520,180	485,977	445,370
Station Wgn (Truck Chassis)	—	—	—	—	—	8,394
Mini Passenger Carrier	—	—	—	—	—	8,174
Passenger Carrier	472	439	6,446	8,333	10,608	16,364
Total 0-6,000 lbs.	**1,334,392**	**1,271,327**	**985,947**	**895,947**	**1,101,625**	**1,313,922**
6,001-10,000 lbs.						
Utility	275,790	205,181	107,541	70,938	76,457	84,493
Van	471,334	331,848	172,045	168,469	207,466	311,207
Van Cutaway Chassis	76,277	43,797	19,918	21,662	30,951	45,228
Conventional Pickup (Incl. extended & crew cabs)	1,171,257	884,551	545,720	468,730	484,909	573,918
Station Wgn. (Truck Chassis)	100,395	73,294	38,807	37,564	54,517	68,844
Passenger Carrier	6,398	4,792	65,917	56,964	74,992	76,985
Multi-Stop	38,193	30,816	24,867	25,622	33,771	45,924
Total 6,001-10,000 lbs.	**2,139,644**	**1,574,279**	**974,815**	**849,949**	**961,063**	**1,206,599**

U.S. TRUCK AND BUS FACTORY SALES BY BODY TYPE

	1977	1978	1979	1980	1981	1982	1983
Under 10,000 lbs. G.V.W.							
Pickup	1,937,716	1,969,518	1,623,875	931,093	933,809	1,141,050	1,278,099
Compact or Passenger Car Type	84,091	90,295	81,919	70,456	137,766	445,082	500,827
Conventional	1,853,625	1,879,223	1,541,956	860,637	796,043	695,968	777,272
Multi-Stop	36,326	40,368	30,111	20,966	28,637	32,036	47,465
Van	519,532	547,939	391,667	131,346	177,497	192,681	284,607
Station Wgn. (on Truck Chassis)	139,903	153,979	136,678	60,634	65,895	88,418	117,931
Passenger Carrier	7,080	4,484	3,619	39,273	37,227	47,066	44,135
General Utility	295,424	371,978	295,642	126,687	136,810	153,230	396,718
Other	113,577	133,840	126,484	76,524	65,528	67,066	50,938
Total Under 10,000 lbs. G.V.W.	**3,049,558**	**3,222,106**	**2,608,076**	**1,386,523**	**1,445,403**	**1,721,547**	**2,219,893**
Over 10,000 lbs. G.V.W.							
Multi-Stop	19,932	79,504	21,706	5,648	793	485	
Buses (Incl. School Bus Chassis)	31,668	35,342	32,498	34,385	27,295	26,260	26,212
Trucks with Fixed Cabs 96" BBC or Shorter	117,347	123,276	104,749	69,691	54,811	28,118	42,951
Trucks with Movable Cabs	73,283	73,467	76,640	46,365	35,259	34,845	37,347
Other Body Types	149,733	172,544	193,037	124,671	137,347	94,888	87,009
Total Over 10,000 lbs. G.V.W.	**391,963**	**484,133**	**428,630**	**280,760**	**255,505**	**184,908**	**194,004**
Total	**3,441,521**	**3,706,239**	**3,036,706**	**1,667,283**	**1,700,908**	**1,906,455**	**2,413,897**

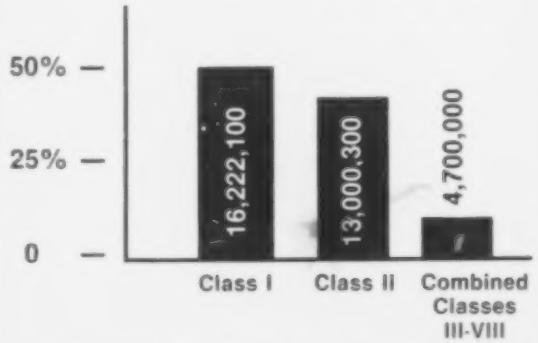
Light Truck Statistics, Continued

U.S. FACTORY SALES OF DIESEL TRUCKS BY GROSS VEHICLE WEIGHT, POUNDS

TOTAL	6,000 & Less	6,001 10,000	Total Class I & II
1983.....	26,355	93,453	119,808
1982.....	47,973	74,929	122,902
1981.....	52,487	20,862	73,349
1980.....	72,501	4,973	77,474
1979.....	33,019	950	33,969
1978.....	35,019	990	36,009
1977.....	2,392	1,128	3,520
1976.....	—	1,596	1,596

Source: Motor Vehicle Manufacturers Assn. (MVMA)

U.S. FACTORY TRUCK SALES By GVW As Combined For Years 1969-1983



Note: Classes I & II combined account for 86.2% for this period.

Source: Automotive Fleet Research Dept.

ESTIMATED COST OF OWNING AND OPERATING A 1984 MODEL PASSENGER VAN*

(Total Costs in Dollars, Costs Per Mile in Cents)

ITEM	First Year (14,500 Miles) Total Cost	First Year Cost Per Mile	Second Year (13,700 Miles) Total Cost	Second Year Cost Per Mile	Third Year (12,500 Miles) Total Cost	Third Year Cost Per Mile
Cost Excluding Taxes						
Depreciation	3,914.00	26.99	1,851.00	13.51	1,356.00	10.85
Scheduled Maintenance	(113.12)	(.78)	(248.72)	(1.82)	(126.72)	(1.01)
Nonscheduled Repairs and Maintenance	(27.00)	(.19)	(190.20)	(1.39)	(477.09	(3.82)
Total Repairs and Maintenance	140.12	.97	438.92	3.21	603.81	4.83
Replacement Tires	16.20	.11	15.27	.11	64.01	.51
Accessories	17.40	.12	16.63	.12	15.54	.12
Gasoline	1,298.21	8.95	1,226.62	8.95	1,119.19	8.95
Oil	10.50	.07	13.25	.14	19.25	.16
Insurance	1,129	7.79	1,129.00	8.24	1,129.00	9.03
Parking and Tolls	136.56	.94	128.66	.94	117.37	.94
Total	**6,661.99**	**45.94**	**4,825.35**	**35.22**	**4,424.17**	**35.39**
Taxes and Fees: State						
Gasoline	150.57	1.04	142.26	1.04	129.80	1.04
Registration	30.00	.21	30.00	.22	30.00	.24
Titling	639.40	4.41	—	—	—	—
Operating Cost Sales Tax 2/	(.15)	(.01)	(7.06)	(.05)	(16.31)	(.13)
Nonoperating Cost Sales Tax	(2.02)	(.01)	(9.21)	(.07)	(1.93)	(.02)
Total Sales Tax	2.17	.01	16.27	.12	18.24	.15
Subtotal	**822.14**	**5.67**	**188.53**	**1.38**	**178.04**	**1.43**
Federal						
Gasoline	100.38	.69	94.84	.69	86.54	.69
Total Taxes	**922.52**	**6.36**	**283.37**	**2.07**	**264.58**	**2.12**
Operating Costs	1,739.57	11.99	1,824	13.31	2,029.56	16.24
Ownership Costs	5,844.94	40.31	3,284.56	23.98	2,659.19	21.27
Total of All Costs	**7,584.51**	**52.30**	**5,108.72**	**37.27**	**4,688.75**	**37.51**

*Based on a 12-passenger van, weighing less than 5,000 pounds, equipped with 8-cylinder engine, automatic transmission, power steering/brakes, dual A/C and heater, costing $12,788. *Source: Federal Highway Administration (FHWA)*

Top Twenty-Five Business/Commercial Light Truck & Van Fleets

'84	'83			
1.	1.	Sears Roebuck Chicago, IL	William Jones, III	13,000
2.	2.	Frito-Lay Dallas, TX	Gorman Green Marvin Crow Charles Loveless	12,266
3.	4.	Federal Express Corp. Memphis, TN	George Bollor	6,649
4.	7.	ARA Services Philadelphia, PA	Ralph Jamic	5,000
5.	—	Union Pacific System Omaha, NE	Don Dyer	3,900
6.	8.	Purolator Services New Hyde Park, NY	Jack Neusch	3,500
7.	9.	Standard Oil Co. (IN) Chicago, IL	Richard Swanson	3,500
8.	5.	Goodyear Akron, OH	A.P. Spencer	3,288
9.	22.	Rollins Inc. Atlanta, GA	Porter Thompson	2,978
10.	11.	Burlington Northern Railroad St. Paul, MN	John Long	2,900
11.	13.	Shell Oil Co. Houston, TX	J.A. "Judy" Wieman	2,850
12.	14.	Exxon Co. U.S.A. Houston, TX	Jack Lamb	2,800
13.	15.	Phillips Petroleum Co. Bartlesville, OK	J.I. Grillot E.A. Taylor	2,620
14.	12.	General Electric- Major Appl. Bus. Group- Louisville, KY	Mary Sue Leach V.J. Miska	2,600
15.	—	Westinghouse Louisville, KY	Lou Dobak	2,515
16.	18.	Canteen Corp. Chicago, IL	Mark Klein	2,500
17.	19.	Dow Chemical USA Midland, MI	Ron Smith Tim Sheehan	2,500
18.	16.	Johnson Controls, Inc. Milwaukee, WI	Bob Borchert	2,500
19.	20.	Union Carbide Corp. New York, NY	Walt Dzitko	2,500
20.	21.	Xerox Corp. Rochester, NY	Ron Pink	2,500
21.	23.	Honeywell, Inc. Minneapolis, MN	Connie Wesley	2,325
22.	24.	U.S. Steel Pittsburgh, PA	W.T. "Bill" Herlihy	2,200
23.	—	I.C. Industries Chicago, IL	E. Pierce Walsh Mary Anicich	2,010
24.	25.	Brown & Root, Inc. Houston, TX	Roger Ivey	2,000
25.	10.	Tenneco, Inc. Houston, TX	J.R. Jack Gudelman	1,945
				TOTAL 93,346

Top Twenty-Five Utility Light Truck & Van Fleets

'84	'83			
1.	1.	Southwestern Bell St. Louis, MO	Elizabeth Towns	16,216
2.	2.	Southern Bell T & T Atlanta, GA	Richard McDonald	12,300
3.	3.	Pacific Bell San Francisco, CA	Roger Weaver	11,655
4.	4.	United Tele- phone System, Inc. Shawnee Mission, KS	Hugh Pilkenton	7,586
5.	6.	General Tel. of CA Pomona, CA	Del Wingerd	5,825
6.	5.	New York Telephone Brooklyn, NY	Lindsay Payne	5,551
7.	7.	New England T&T Boston, MA	Mel Batchelder	4,485
8.	8.	Continental Telephone Atlanta, GA	George Weimer	4,271
9.	12.	Mountain Bell Denver, CO	Jerry Vegwert	3,500
10.	9.	Bell Tel. and Diamond State Tel. Philadelphia, PA	Will Biggs	3,300
11.	20.	General Telephone of Southwest San Angelo, TX	Paul Melton	3,045
12.	13.	Pacific N.W. Bell Seattle, WA	Pete Laburge	2,930
13.	14.	American Electric Power Service Canton, OH	Dick Stage	2,555
14.	16.	Southern California Edison – Rosemead, CA	Dennis Stewart	2,130
15.	17.	Pacific Gas & Electric Davis, CA	J. Roman	1,900
16.	15.	Consumers Power Co. Jackson, MI	John Schafer	1,705
17.	19.	Southern New England Telephone Co. New Haven, CT	G. Welker	1,650
18.	20.	General Public Utility Parsippany, NJ	Vincent Murphy	1,217
19.	—	Columbia Gas Dist. Co. Columbus, OH	Timothy L. Weber	1,206
20.	—	Public Service Electric and Gas Co. Newark, NJ	A.T. Ela	1,199
21.	—	Public Service Company of Colorado Denver, CO	R. Fields	1,120
22.	21.	Bell Telephone of PA Pittsburgh, PA	Roger Metzger	1,100
23.	22.	Michigan Consolidated Gas Company Detroit, MI	E.G. Morrison	1,038
24.	23.	Florida Light and Power Miami, FL	George Lindemeyer	986
25.	24.	Public Services Indiana Plainfield, IN	M.L. Hesson	599
TOTAL				93,346

Fleet Study: No 'Maxi' Move Toward Minivans

While one-third of all corporate fleets plan to add minivans next year, most are still hedging their bets. That's the conclusion of a new "minisurvey" by *Runzheimer Reports on Transportation*, a newsletter published by Runzheimer International of Rochester, WI.

Based on a sampling of fleets for 30 U.S. firms, the poll found 33 percent intend to purchase minivans in '85, 47 percent have no such plans, and 20 percent aren't sure yet.

"The (new minivan orders) suggest that testing is underway, but fleets have not yet moved to wholesale acceptance of this new vehicle category," the newsletter said. "Indeed, several of the 'no-plans-to-order' respondents are in a 'wait and see mode,' as one fleet manager put it — waiting to see if minivans pass the fleet utility and survival tests."

The "minivan craze" hit more than a year ago, with VW's veteran Vanagon model joined by smaller entries from Toyota and Chrysler. Calendar year 1985 will see introductions by GM and Ford; the Renault Espace will be imported from Europe beginning in '86. On average, the new vehicles measure 175 inches long and some 70 inches high. They offer manual transmissions, payloads of 1,500-2,000 pounds, and (cargo versions or) passenger capacities of seven to eight. EPA fuel ratings are in the neighborhood of 25/35 mpg.

According to the Runzheimer newsletter, nine of the 30 firms surveyed already have one or more minivans in their fleets; the average number of vans is 11, with a range between one and 24. These firms are twice as likely to obtain minis in '85 than are the 21 companies without any small vans yet, Runzheimer says.

One company moving enthusiastically toward the new vehicles is Reliance Electric, an Ohio-based, wholly-owned subsidiary of Exxon Corp. with a leased fleet exceeding 3,000 cars and trucks. Last March, Reliance placed 12 Chrysler T-wagons in the service fleet of its Toledo Scale division, comprised mostly of some 300 full-sized vans. The T-wagons' performance has been so positive, Reliance may eventually replace 95 percent of the full-size models with minis. And it might do the same with the subsidiary's 100-station wagon sales fleet.

"We've had little or no trouble with the (test vehicles), and our drivers absolutely wish everybody could have them," says Gary Hiles, the company's truck-fleet manager. "Where our full-size vans from Ford, Chevy, and Chrysler average 11.5-12 mpg, the minivans are getting about 22.5 mpg. The small vans offer a lot more utility than the station wagons, and we're anticipating a better resale value all around."

Reliance favors the Chrysler entry, Hiles says, mostly for its front-wheel drive feature and its five-year/50,000 mile warranty. However, he adds, "we may have to review that position as other minivans become available down the road."

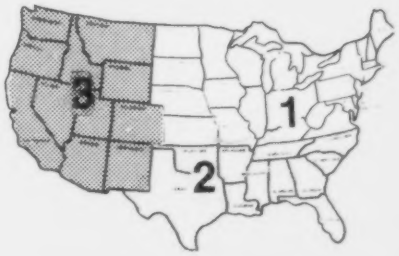
Replying to the Runzheimer survey, most of the fleet managers with no plans to purchase new minis stated that the vehicles are simply unsuited to their current needs. One manager in California, for example, said that all his drivers are "salespersons who have little or nothing to carry." In Texas, a wholesale company prefers trucks to haul its bathtubs. And another fleet opts for "small, maneuverable cars because drivers are medical couriers and must pick up specimens." AF

Fleets Adding Minivans in 1985

Fleets with Minivans	
Yes	55%
No	1%
Don't Know	44%
Fleets without Minivans	
Yes	25%
No	65%
Don't Know	10%
All Fleets	
Yes	33%
No	47%
Don't Know	20%

Used Cars

The following are average car prices for the period ending October 31, 1984. Prices are based on wholesale activity at major dealer auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.



Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone3
83 AMC CONCORD			
Sdn	4713	4761	4666
Sta Wgn	4977	5027	4929
82 AMC CONCORD			
Sdn 6-4 Dr	3763	3802	3727
Sta Wgn	3959	4001	3919
83 BUICK SKYLARK			
Sdn Custom	5470	5526	5414
82 BUICK SKYLARK			
Sdn	4487	4533	4444
83 BUICK REGAL			
Sdn	7091	7160	7019
Cpe	7289	7364	7216
82 BUICK REGAL			
Turbo Cpe	6346	6410	6283
Cpe	6148	6210	6089
83 BUICK LESABRE			
Sdn Custom	8152	8233	8070
82 BUICK LESABRE			
Sdn Custom	6750	6817	6682
83 CADILLAC			
Cpe DeVille	12350	12474	12226
Sdn DeVille	12276	12397	12151
82 CADILLAC			
Cpe DeVille	10196	10298	10094
Sdn DeVille	10132	10235	10034
83 CHEVY			
Chvt Htchbk 2-Dr	3860	3716	3643
Chvt Htchbk 4-Dr	3762	3799	3724
Camaro Cpe 8	7742	7820	7665
82 CHEVY			
Chvt Htchbk 2-Dr	2992	3022	2961
Chvt Htchbk 4-Dr	3059	3092	3032
Camaro Cpe 8	6589	6659	6528
83 CHEVY CELEBRITY			
Sdn	6429	6495	6363
82 CHEVY CELEBRITY			
Sdn	5312	5366	5259
83 CHEVY CAVALIER			
Sdn	5259	5311	5207
82 CHEVY CAVALIER			
Sdn	4323	4365	4279
83 CHEVY CITATION			
Cpe 6	4602	4649	4557
82 CHEVY CITATION			
Cpe 6	3496	3531	3462
83 CHEVY MALIBU			
Clas Sdn	6349	6413	6285
Clas Sta Wgn	6608	6674	6544
82 CHEVY MALIBU			
Clas Sdn	5210	5264	5158
Clas Sta Wag	5435	5495	5384
83 CHEVY MONTE CARLO			
Cpe	7030	7102	6961
82 CHEVY MONTE CARLO			
Cpe	5870	5933	5813
83 CHEVY IMPALA			
Sdn	7015	7084	6944
82 CHEVY IMPALA			
Sdn	5650	5705	5592
Wgn 9	5870	5929	5813
83 CHEVY CAPRICE			
Sdn	7657	7732	7579
Sta Wag	7922	8001	7841
83 CHRYSLER			
E-Class Sdn	6804	6875	6736
82 CHRYSLER			
New Yorker Sdn	8411	8495	8328
83 DODGE OMNI			
4 Dr Cust	4425	4470	4381
82 DODGE OMNI			
4 Dr Cust	3459	3491	3425
83 DODGE ARIES			
Cpe	5241	5295	5189
82 DODGE ARIES			
Sdn	4100	4141	4058
83 DODGE DIPLOMAT			
Sln Sdn	5847	5905	5787
82 DODGE DIPLOMAT			
Sln Sdn	4670	4714	4623
83 FORD FAIRMONT			
Futura 6-Cyl Sdn 4 Dr	4906	4956	4858
82 FORD FAIRMONT			
Futura Sdn 4-Dr	3867	3904	3828
83 FORD MUSTANG			
L-Cpe 4	5231	5281	5178
82 FORD MUSTANG			
L-Cpe 4	4251	4296	4212
82 FORD GRANADA			
Sdn 6-L	4498	4545	4453
83 FORD LTD			
Sdn	6259	6322	6197
82 FORD LTD			
Sdn	5971	6027	5909
82 FORD ESCORT			
Sdn 4 Dr	3376	3413	3344
83 FORD CROWN VIC			
Sdn	8654	8741	8569
82 FORD CROWN VIC			
Sdn	6788	6857	6719
83 FORD THUNDERBIRD			
Cpe	7417	7490	7342
82 FORD THUNDERBIRD			
Cpe	5918	5977	5856
83 LINCOLN CONTINENTAL			
Sdn	14362	14503	14217
Mark VI Cpe	14658	14803	14513
82 LINCOLN CONTINENTAL			
Sdn	11797	11913	11680
Mark VI Cpe	12126	12247	12005
83 MERCURY COUGAR			
Cpe	7550	7627	7475
82 MERCURY COUGAR			
GS Cpe	4541	4586	4496
Sdn	4541	4586	4496
82 MERCURY ZEPHYR			
Sdn 4 Dr	3926	3964	3884
83 MERCURY LYNX			
HtchBk 2-Dr	4206	4248	4165
83 MERCURY MARQUIS			
Sdn	6337	6401	6273
82 MERCURY MARQUIS			
Sdn	6282	6342	6219
Wgn-2S	6476	6543	6412
83 OLDS CIERA LS			
Cpe	6799	6867	6733
Sdn	6888	6960	6821
83 OLDS CUTLASS SUPREME			
Cpe	7387	7459	7312
Sdn	7183	7254	7111
82 OLDS CUTLASS SUPREME			
Sdn	5978	6038	5919
Cpe	6214	6279	6154
83 OLDS DELTA			
Sdn	7840	7921	7765
82 PLYMOUTH HORIZON			
4 Dr Htchbk	3187	3220	3156
83 PLYMOUTH RELIANT			
Cpe	5254	5305	5202
82 PLYMOUTH RELIANT			
Cpe	4087	4128	4049
82 PONTIAC FIREBIRD			
Cpe 8	6639	6706	6572
82 PONTIAC BONNEVILLE			
Sdn 6	5695	5754	5639
83 PONTIAC PHOENIX			
Cpe	4996	5049	4949
Htchbk Sdn	4996	5049	4949
82 PONTIAC PHOENIX			
Cpe 6	4121	4162	4081
83 VOLKSWAGEN RABBIT			
2 Dr Htchbk	4634	4681	4588
82 VOLKSWAGEN RABBIT			
2-Dr Htchbk	3587	3623	3551
83 DATSUN			
Sentra 2 Dr Std Sdn	4130	4172	4089
Stanza Hbk 4 Dr Dlx	5628	5685	5574
82 DATSUN			
210 Std 2 Dr	3191	3222	3160
Sentra 2 Dr	3499	3534	3464
Stanza Hbk 4 Dr Dlx	4661	4707	4615
83 TOYOTA			
Corolla Sedan 2 Dr	4969	5020	4920
Celica St	6861	6929	6792
Camry	7950	8030	7870
82 TOYOTA			
Corolla 2 Dr Sdn	4122	4164	4081
Celica St Cpe	5572	5627	5516
Corona Sdn Lux	5662	5719	5606